

A photograph of a server room with rows of server racks. A person is standing in the aisle, looking at a server. The room is lit with blue and purple lights. The title text is overlaid on the left side of the image.

# The Migration to Point Solutions to Platforms

**Accenture Cybersecurity Forum**  
Global Executive Leadership Network

---

25 May 2023  
Session Summary



## From the Accenture Leadership

CISOs can expect to hear a lot more from cybersecurity solution providers about the value of a centralized solution for managing and securing an organization's data, users and networks. But many CISOs are concerned that the journey may require taking a step back from point solutions before moving forward towards an integrated architecture. In our latest Accenture Cybersecurity Forum roundtable, we sought to address the uncertainty.

Our three guest cybersecurity solution provider subject matter experts shared their perspectives on the platform versus point solution debate and addressed ACF member concerns and questions. We thank them for their participation.

Thank you also to all those who participated in the roundtable discussion. We hope you find the perspectives and best practices that emerged from the conversation help you on your journey to increase your security posture with greater efficiency and measurable impact.

Cheers,



**Paolo Dal Cin**

Global Head of Accenture Security  
ACF Executive Sponsor

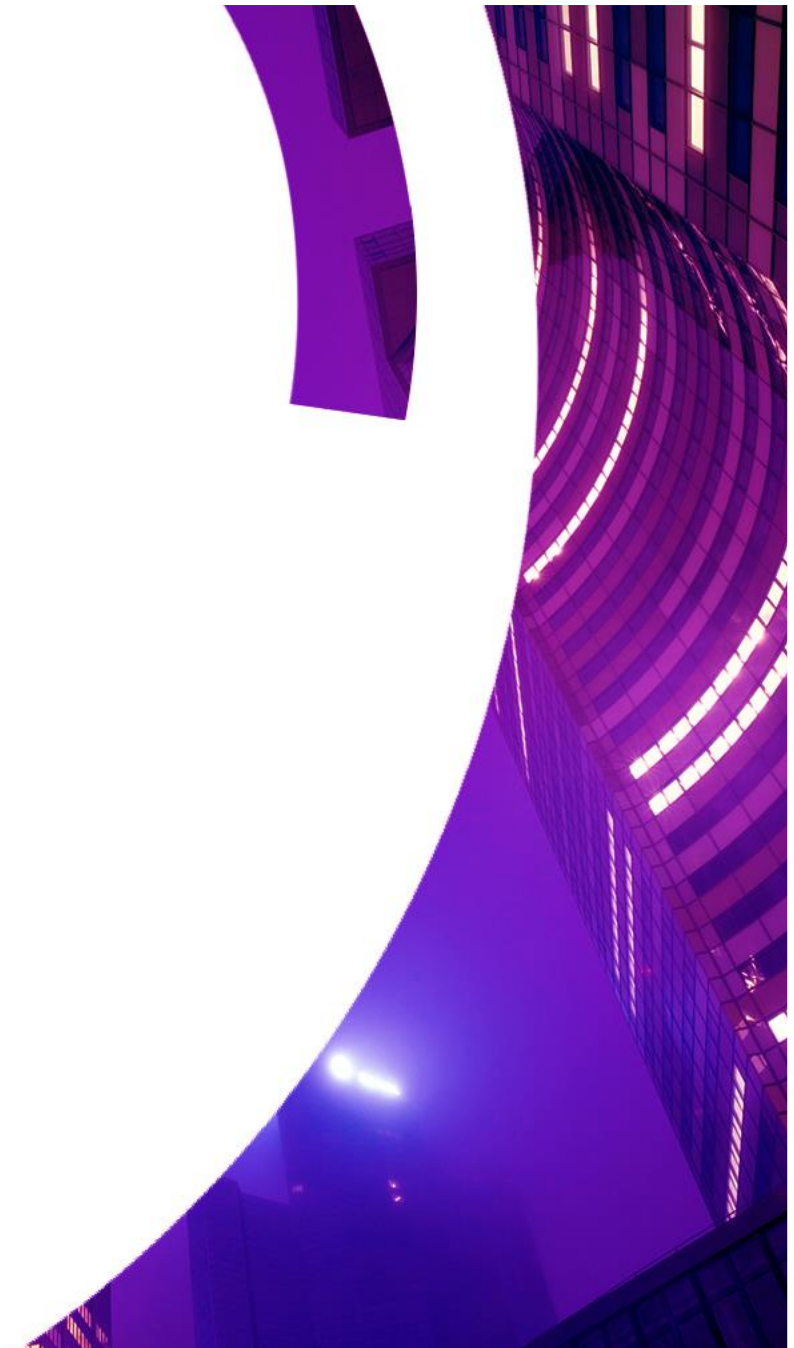
[LinkedIn](#)



**Kris Burkhardt**

Accenture CISO  
ACF Chair

[LinkedIn](#)





# The Migration to Point Solutions to Platforms

The Accenture Cybersecurity Forum (ACF) convened a virtual roundtable titled, “The Migration from Point Solutions to Platforms,” on May 25, 2023. The event featured three guest subject-matter experts (SMEs) from leading cybersecurity solution providers.

Forum members are considering moving away from point tools that address specific problems to a cyber architecture that leverages integrated platforms:

- What are the best practices for securing the enterprise throughout the transition from point solutions to platform?
- What’s driving the migration?
- Where are companies in the migration journey?
- Are the CFO and other stakeholders on board?

This roundtable was conducted under the Chatham House Rule: ACF members are free to use the information shared, provided that neither the identity nor the affiliation of the speakers, nor participants, is revealed.

## **In this summary:**

---

[A changing environment for CISOs >](#)

---

[State of progress in cybersecurity platform solutions >](#)

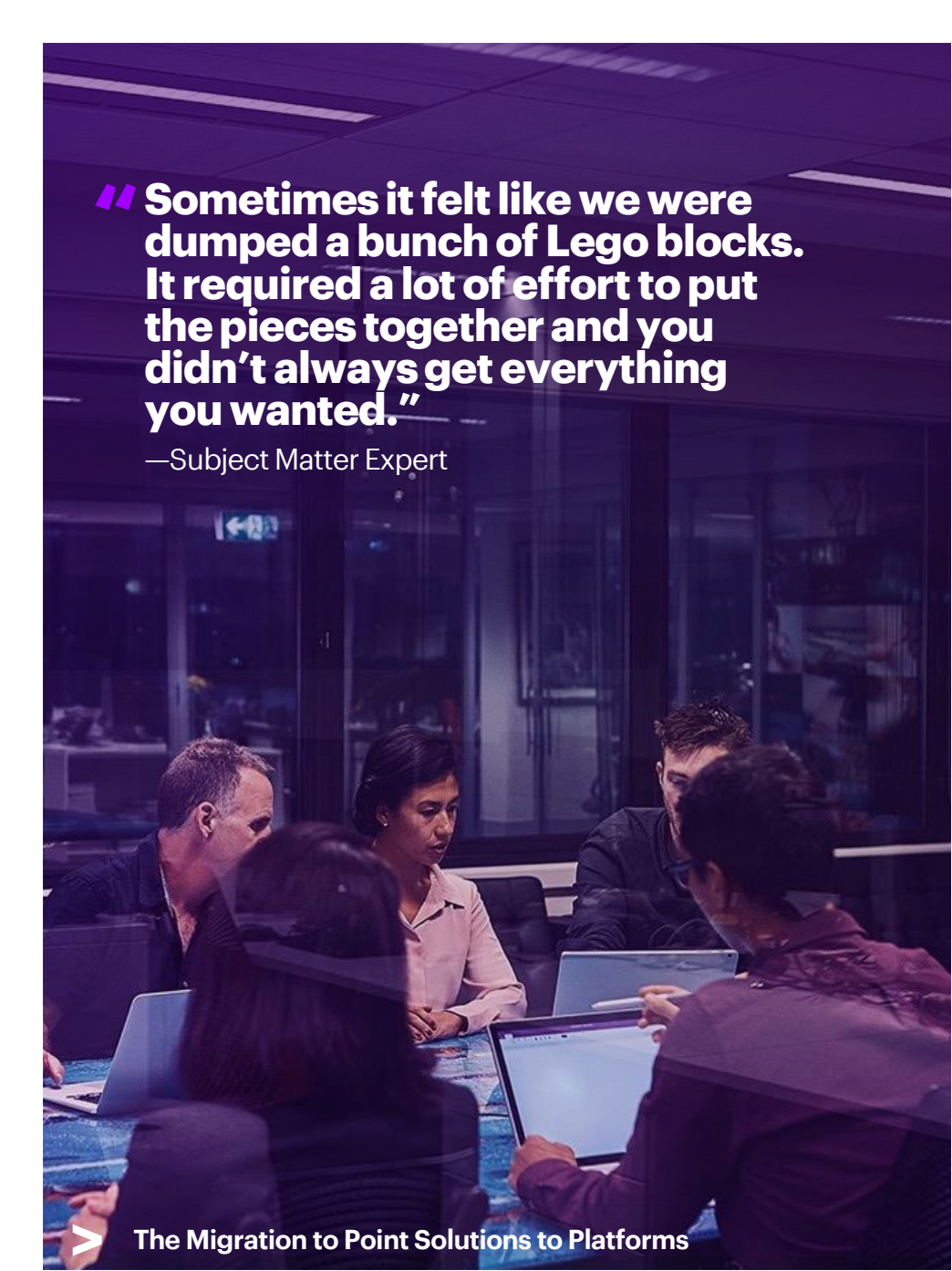
---

[There is no single pane of glass >](#)

---

[Best practices >](#)

---



**“ Sometimes it felt like we were dumped a bunch of Lego blocks. It required a lot of effort to put the pieces together and you didn’t always get everything you wanted.”**

—Subject Matter Expert

## A changing environment for CISOs

In the past, point solutions were the only choice, said a CISO. Managing dozens of vendors, or more, was a real challenge. Integrating tools risked leaving gaps in defense that threat actors could exploit. An SME said “Sometimes it felt like we were dumped a bunch of Lego blocks. It required a lot of effort to put the pieces together and you didn’t always get everything you wanted.”

Today, CISOs and SMEs agree that uncertain economic conditions, an increasingly difficult threat landscape and generative AI are making their lives more difficult. One SME said CISOs are facing “The Revenge of the CFOs” as they are asking more questions about investments and ROI. “CFOs are questioning why cyber spending is up without producing any measurable outcomes, and why point tools overlap. They want more predictable costs and more simplicity.”

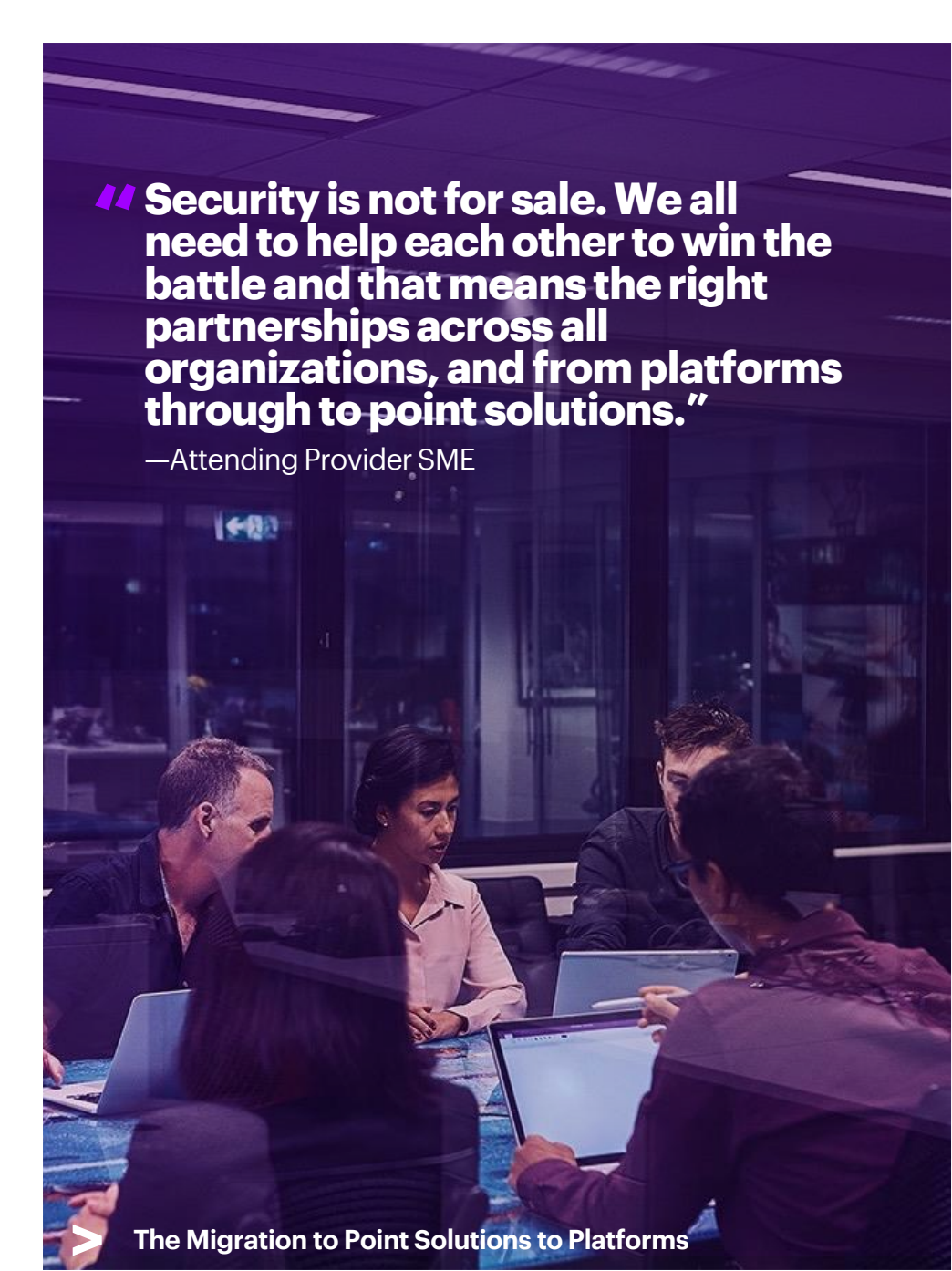


**“I have found world-class solutions individually don't produce a world-class ecosystem. It's the Frankenstein risk.”**

—ACF Member

## State of progress in cybersecurity platform solutions

- The attitude of many ACF members was expressed by a CISO who said: “I have found world-class solutions individually don't produce a world-class ecosystem. It's the Frankenstein risk.” However, no single platform today is adequate; a modular, not singular, approach offers the best option for many enterprises looking to simplify the work of the Security Operation Center (SOC) while also improving the enterprise risk posture.
- “It's not realistic to rely on a single platform,” said a CISO. “I'm looking for the best of multiple platforms and want to understand how they can work together.” Another CISO said: “In my experience, when a platform provider acquires a best-of-breed vendor, over time quality may decline.”
- What will drive CISOs towards platform solutions? A CISO said: “For me the decision on the where-to-go platform is driven by maturity of the space, the need for speed and consistency of policy. It's less about engineering and the testing burden.”
- Another CISO said: “Based on NIST Cybersecurity Framework, Detect, Respond and Recover are most important capabilities to have to at nano second speed. I hope that security platform providers can help us with our speed requirement.”



**“ Security is not for sale. We all need to help each other to win the battle and that means the right partnerships across all organizations, and from platforms through to point solutions.”**

—Attending Provider SME

## There is no single pane of glass

- The cybersecurity solution providers acknowledged that no single platform today should be expected to satisfy all cyber requirements. There is no single pane of glass. “We are early in our platform journey but it’s a mistake for clients to wait,” said a provider.
- Another provider recommended that CISO’s platform provider evaluation criteria include: the company’s ability to sustain innovation and investment; consistent leadership; and a commitment to best-in-class solutions.
- A provider added that “there is a lot more collaboration than competition” among various platform cybersecurity tool providers. “It’s good to work with engineers that behave as grown-ups. They know how to work together. I know sometimes our salesforce come across as gangly teenagers; they’re smart and they mean well but the engineers are the adults in the room.”
- A provider added: “Security is not for sale. We all need to help each other to win the battle and that means the right partnerships across all organizations, and from platforms through to point solutions. Best-of-breed is a point in time. It is more important to focus on relationships and outcomes for your organizations with the right partners.”



**“CISOs should communicate the demand for new capabilities and platform vendors should develop and share roadmaps that respond to the demand.”**

—Subject Matter Expert

## Best Practices

- CISOs should demand more from their largest tool vendors. Understand vendor investment strategy, which outcomes they intend to focus on, and where they are committed to delivering best-of-breed solutions. A SME said: “CISOs should communicate the demand for new capabilities and platform vendors should develop and share roadmaps that respond to the demand.”
- Establish trusted relationships with no more than a handful of vendors. “Not 50,” said a CISO. “That’s not realistic.”
- In assessing M&A candidates, confirm whether or not the target company has a road map for cyber tools integration.
- Look for opportunities to leverage generative AI to accelerate development cycles but be cautious and hyper vigilant about code and plug-ins that may in fact be developed by threat actors. Phishing campaigns that once were easy to identify because of spelling and syntax errors, will be less obvious.
- Keep it simple for the board. “We can’t throw an alphabet soup of acronyms at the board each quarter,” said a CISO. A board member said that helping their peers understand systemic IT risk meant explaining what the business should be worried about, what gaps create those risks, and what plan is underway to close those gaps.
- Have a vision of the journey the CISO should take the enterprise on over five years and focus on those investments that move the enterprise closer to that vision.



**“Let’s share what we know  
to secure what we must.”**

— **Kris Burkhardt** Accenture CISO, ACF Chair

## **Work the network**

---

Contact [our team directly](#)  
for questions and member introductions.



## **About Accenture**

Accenture is a leading global professional services company that helps the world's leading businesses, governments and other organizations build their digital core, optimize their operations, accelerate revenue growth and enhance citizen services—creating tangible value at speed and scale. We are a talent and innovation led company with 738,000 people serving clients in more than 120 countries. Technology is at the core of change today, and we are one of the world's leaders in helping drive that change, with strong ecosystem relationships. We combine our strength in technology with unmatched industry experience, functional expertise and global delivery capability. We are uniquely able to deliver tangible outcomes because of our broad range of services, solutions and assets across Strategy & Consulting, Technology, Operations, Industry X and Accenture Song. These capabilities, together with our culture of shared success and commitment to creating 360° value, enable us to help our clients succeed and build trusted, lasting relationships. We measure our success by the 360° value we create for our clients, each other, our shareholders, partners and communities. Visit us at [www.accenture.com](http://www.accenture.com)

## **About Accenture Security**

Accenture Security is a leading provider of end-to-end cybersecurity services, including advanced cyber defense, applied cybersecurity solutions and managed security operations. We bring security innovation, coupled with global scale and a worldwide delivery capability through our network of Advanced Technology and Intelligent Operations centers. Helped by our team of highly skilled professionals, we enable clients to innovate safely, build cyber resilience and grow with confidence. Visit us at [accenture.com/security](http://accenture.com/security).

Copyright © 2023 Accenture All rights reserved.  
Accenture, and its logo are trademarks of Accenture.